WELL-KNOWN banker recently remarked

that he quickly gauged the value of a busi-

ness risk by the completeness of its cost

Can you imagine a successful manufacturer

Or a merchant guessing at an item represent-

Motor trucking costs are as important as any

Of the average cost of ice-46 percent is trans-

portation. Of soft drinks-20 percent. Of brick

-20 percent. Of bread and pastry-19 percent.

Of laundry work-15 percent. Of coal and wood -15 per cent. Of ice cream-14 percent. Of dairy products-12 percent. Of lumber-6 per-

The operating costs of 1700 trucks which were

entered in the Packard National Efficiency Test for 1918 and an equal number in the Test for

cent. Of groceries and meats-4 percent.

ing twenty percent, or fifteen percent, or even

one percent of his costs?

costs in a man's business.

pricing his line without knowing freight rates?

### Bedtime Stories For The Little Ones

### HOW TO DARKEN GRAY HAIR

### The Best Cough Syrup is Home-made.



## 16799 DIED

in New York City alone from kidney trouble last year. Don't allow yourself to become a victim by neglecting pains and aches. Guard against this trouble by taking

GOLD MEDAL HARRIEM ON

The world's standard remedy for kidney, liver, bladder and unit sold troubles. Holland's national zemedy since 1895, All droggists, three since. Guaranteed. All droppins, three sizes. Quarantees All droppins, three Sold Medal on every law and drough no imitation

NELSON'S

toniamylesses

## *OPHELIA*



## " NELSON'S will make you pepul of your bair" Curly Hair Nelson's

HairDressing There is nothing to equal Nelson's for making stabborn, early hair soft and easy to manage. It is fine for the scale and mots of the hair. That is why Nelson's has been sold and recommended by druggists for over 20 years, and is used by the most particular people everywhere. Nelson Manufacturing Co., Inc.

RICHBIOND, VA.

The Old Family Album





RED CROSS TO MAKE LOANS TO THE DISABLED SOLDIERS Washington, D. C. Dec. &- Die vocational training who are in need of money because of delay in receiving their training pay, may obtain least from home service sections of the American Feed Crues. A fund of \$75,000 for the purpose was created today.

NEW ALTOMOBILE MAN.
Chas. A. Waterman, of Nelson, B.
Carrived in El Paso systemay to became a partner in the former firm of
Harr & Mandenhall, agents in III Paso
for the Little Mgtor car, soing made
in Julias. Harr and Waterman, will
maintain offices at J22 San Antenio
street. Mr. Mendenhall retires from
the firm.

# Don't Spoil a Good Meal

With a Bad Stomach

With a Bad Stomach

With a Bad Stomach

With a Bad Stomach

If a physician, a specialist in stomact diseases, came to you and said

If a physician, a specialist in stomact diseases, came to you and said

If a physician, a specialist in stomact diseases, came to you and said

If a physician, a specialist in stomact diseases, came to you and said

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of Decatur, Illinois.

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would you turn down, his offer?

And when you are distribute from a proson in late to Min Myrk Powers.

of Decatur, Illinois.

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the first import yard herrs

BY DUNK BOTTS.

## On Faith or Facts? 1919 were kept on the National Standard Cost System-a cost system which is endorsed by leading truck owners throughout the United States

for all businesses and all makes of trucks.

The experience of Packard owners with the National Standard Cost System has proved extremely satisfactory because in the long run it has automatically proved the low cost of Packard transportation.

As one of our owners puts it: "Good work comes from a good truck." He should know for he has been operating a 6-ton Packard seven days a week for fifteen months with an average load of 156 eight-gallon cans of milk weighing 13,260 lbs. And has made his National Cost System records as much a part of truck routine as filling with gas and oil.

All truck owners should know how to get the facts. There is a Packard Freight Transportation department at Packard headquarters in this city. Consult them. There is no charge for the

"Ask the Man Who Owns One"

Is Your Motor Trucking Done

## PACKARD MOTOR CAR COMPANY .. Detroit

Watkins Motor Company

GOOD ROADS REDUCE TRANSPORTATION COSTS. The products of farm and factory can be moved more cheaply along good roads. Buy road bonds and help bring down the cost of living.

### Hogwallow Locals Give Your Hair Daily Care by Using Famo Regularly

To keep your teeth clean and healthy
to avoid presthes—you brush your slaways be clean and soft and servy, teeth, not once a week, but every
FAMO is really a medicine for the

To keep your bair clean and bealthy-

Famo kills the seborrhes germ that causes dendruff.

But it im't fair—to PAMO or your FAMO that to expect a weekly FAMO thating troutment to rout all dandruff becilii. Seborch and keep your head free from sebor-

It is true that FAMO does drive out But the deadly germ will surely come back unless the use of FAMO is continued regularly and faithfully.

### Special Famo Agents

Payme-Rice Co. Inc., 181 South El

Pass St. Holston Drug Store, Sto Piedras, Engle Drug Store, 21s U. Overland, The Globe Drug, Store, San Jaciana and Overland.

shways be clean and soft and surey. FAMO is really a medicine for the

Note the difference in your hair, when you use FAMO every day. In other words, your teeth get daily PAMO is sold at all tollet goods care—why not your hair?

Famo kills the seborrhos germ that 15 cents.

Your money will be refunded, if FAMO doesn't give complete satis-Seborrhee is the medical name for

a morbidly increased fine from the seboceous glands of the scalp. The sebocrhean execution forms in scales and finkes and is commonly known as dandruif. From the laboratories of F. A. Thompson & Company, Manufacturing Plasmacists, Detroit, Mich.

The White House, Pleaser Plane.
The Popular Dry Goods Co., Mena and San Autualo,
United San Autualo,
M. A. Warney Drug Co., 500 New
Sun Drug Co., Station and San Autualo,
Ulfo Grands Pharmacy, 500 South

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Gunning & Casterii, 2000 Husers,
Grandulew Drug Stare, 2022 Furz
Benleyard.

Grayens Drug Co., 417 E. Benleyard.

International Drug Cu., 421 Septh
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HERALD WANT ADS FOR RESULTS